

FREQUENTLY ASKED ARTIST QUESTIONS

How much is your commission?

We divide the sale 40/60. The artist prices the piece. Work is placed in the store/gallery on a consignment basis. We create sales reports at the end of the month and send you a check each month for pieces that have sold.

Can you help me with pricing?

Sure! We can let you know how much other pieces of similar style/quality sell for at our location.

We are happy to suggest prices but you will always have the final decision as to your price points.

Do you ever hold over payments until the next month?

Yes, if a payment is less than 10\$ we will hold it until it reaches 10\$.

Do you make checks out to me or my company name?

Whichever you prefer just let us know.

Do you handle all sales tax?

Yes, you do not have to worry about Washington state sales tax.

What about federal taxes?

For sales over 600\$ we will complete a 1099 form which I submit to the US government. You are

required by law to claim all sales on your federal tax returns. You will be able to note your total annual sales by holding onto each months statement you receive from us.

Do you ever have sales?

Occasionally, we will negotiate a price with a customer but this will not affect your percentage and reduction in the price will be deducted from IB's percentage.

You will always be paid 60% of what you list as the retail price.

Can I reduce my prices?

Sure, just let us know what you would like the new prices to be and we will update our records.

When I ship my work, what do I need to send with my work?

Contract-this only needs to be sent the initial time as we will keep it on file

Inventory sheet-please fill this out each time you send a shipment

Postcards, bio if desired

Labels with artist number and your contact info

How do you handle shipping of inventory?

We ask that you cover the cost of shipping items to IB. If your work does not sell we will cover the costs of shipping it back to you.

How will I know that my work has made it to you safely?

I will be sure to send an email confirmation of the arrival of your work and let you know if there are any issues.

After my work arrives, when will it go out for display?

We will try to get the work out within two to three days after arrival.

Do you ever hold any inventory in back stock?

We only do this if you have multiples of the same item-we know it is important to display all the work that you send us as it's not going to sell in a storage room!

For prints and cards why do I need a plastic sleeve?

The plastic sleeve is to protect your work from customer damage. For prints it is also very helpful

to have a hard backing behind the print as then it will not slip or get lost between other prints in the print bins.

How do you track sales?

We assign each artist a number which we put on all your labels and then as customers purchase items we note your number and price. At the end of each month we create a statement which is sent to you along with your payment.

Should I list my artist number on my tag?

Yes this is very helpful for us. Just ask and I'll let you know your assigned number.

Should I create inventory titles or numbers so I know which pieces have sold?

If you want to know specifically what sold each month it is best to place a personal inventory number or a title which I can note in the log. Otherwise, I will make a note such as "necklace" or "print" rather than a detailed note of the type of necklace.

Can I list my web site/ contact information on my tags?

Yes, please do. I think this is a great way for customers to recognize that we showcase independent artists. It also allows me to send people your way when they ask questions about you as an artist.

Can I send you postcards/business cards to give out with my work?

Sure- we place all our promotional material in one area of the store and if people ask about you I encourage them to pick up your materials.

Is it helpful for me to send you a bio?

Yes! More information the better- bios and techniques about how you create your work is very helpful for us marketing your work.

How long do you showcase an artists work?

We typically showcase work for 4 months to see how it is going. If at that time it is not selling well we will return it to you. We will be sure to contact you before doing so. If it is doing well we

ask that you keep us well stocked. We are happy to continue showcasing successful work for as long as we can.

How will I know how my work is selling at IB?

You will be able to see your sales from your monthly sales statements but you are always welcome to send us an email and we can let you know how things are going. It is nice to have artists checking in on stocks as the fuller and less store worn inventory is the better sales for both of us.

Is there a way for me to encourage more sales at Indie Banditas?

We put out a monthly newsletter to our artists outlining promotional opportunities. Check it out and get back to us if interested in any of that months opportunities. Some of them include special events such as artists demonstrations, meet the artist events, mini shows or creating a special window display of your work and promoting a new item.

One great way to advertise is to include our badge on your blog or website. You can right click our badge on our home page and add it wherever you like.